



August 31, 2009

Mr. Gary W. Jeppson  
Development Services Director  
City of Kingman  
310 N. Fourth Street  
Kingman, AZ 86401

**RE:        Application to US Department of Transportation for Kingman Crossing Interchange**

Dear Gary:

On behalf of Vestar Development Co., it is my pleasure to share with you a brief profile of our company as well as our development plans for a regional retail and entertainment destination at Kingman Crossing.

As one of the leading privately held real estate companies in the western United States, Vestar develops and manages retail and entertainment destinations of varying size and scale that serve as community focal points. Since its inception in 1977, Vestar has earned a reputation for integrity and responsibility in the fields of commercial development and property management.

We are very excited about the opportunity to become a part of the Kingman community with our project at Kingman Crossing. As you know, we have been working to develop 75 acres along the north side of Interstate 40 which would be positioned on both sides of the proposed Kingman Crossing Boulevard. The property is ideally suited for retail use given its proximity to the existing customer base, visibility from the Interstate, and location along the CANAMEX Corridor, a regional transportation corridor linking the United States to both Canada and Mexico.

While the project will likely be built in phases, our plans call for a total of 700,000 square feet of retail, entertainment, and restaurant uses to serve both the residents of Kingman and the surrounding communities in Mohave County. While it is too early to predict specific tenants, the development will include many of the same high quality national, regional, and local tenants found in the other projects Vestar has developed in Arizona and California. Given the project's size and mix of tenants, it will serve as a regional shopping destination and at completion is projected to generate approximately \$120 million in sales *annually*. These annual sales will contribute significantly to the City's long term

**Vestar Development Co.**  
2425 East Camelback Road  
Suite 750  
Phoenix, Arizona 85016  
phone: 602.866.0900  
fax: 602.955.2298

economic well-being by providing approximately \$63 million in sales tax revenue over the first 20 years of the life of the project.

In addition to the monetary impact the City will enjoy, the completed project will benefit both Kingman and the surrounding community in two other ways: additional employment and relative proximity to goods and services. Approximately 3,000 new jobs will be created by a retail project of this size. This represents a significant increase in the region's existing employment base and will consist of positions varying from hourly workers to management roles. Further, by enabling consumers to find and buy what they need close to home rather than driving as much as an hour to find similar retail options, the project will both increase quality of life and reduce the burden on the region's current infrastructure.

Vestar has been building large shopping destinations in Arizona for over 30 years. Our experience shows us that once the retail portion of a larger project is up and running, any remaining commercial land both increases in value and is able to support a wider variety of commercial uses. In addition to the 75 acres we plan to use for retail purposes, another 60 acres of commercially zoned land exists surrounding the retail site and the planned freeway interchange. The value of this land, and the eventual economic impact it will bring to the community, will increase dramatically as a result of the construction of the interchange.

Gary, as you know, one of the biggest challenges to making the retail development at Kingman Crossing a reality is the lack of funding for the interchange on Interstate 40. For a retail project of this magnitude, direct access to the Interstate is imperative for the retailers in the project. Once this problem is solved, we can continue our pre-development activities and work toward creating a vibrant and successful shopping destination in the City of Kingman.

Sincerely,

A handwritten signature in black ink, appearing to read "Ryan Desmond", with a stylized flourish at the end.

Ryan Desmond  
Vestar Development Co.

cc: David Larcher  
Jerry Willis

# Kingman, LLC

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September 1, 2009

Mr. Gary W. Jeppson  
Development Services Director  
City of Kingman  
310 N. Fourth Street  
Kingman, AZ 86401

**RE: Kingman Crossing Interchange**

Dear Mr. Jeppson,

On behalf of Kingman, LLC, I would like to thank you for your time and effort spent assisting Jerry Willis and our future partner, Vestar, in the development of 75 acres along the north side of Interstate 40. Kingman, LLC is both pleased and encouraged by the spirit of cooperation and our mutual desire to ensure the project is a successful and profitable venture for the City of Kingman, its residents, its businesses, and all involved.

As you know, Kingman Crossing, the proposed retail development, is positioned on the north side of Interstate 40 adjacent to the anticipated interchange, and will be built on both sides of the future Kingman Crossing Blvd. In addition to this acreage, Kingman, LLC owns an adjacent 80 acres at the interchange zoned for commercial development. While Kingman Crossing's creation of 3000 jobs and the approximate \$63 million in sales tax revenue over its first 20 years is significant, Kingman, LLC's goals don't stop there. We will also seek to further enhance the "Kingman experience" as we evaluate interest in the balance of the land from a wide array of potential users who will bring not only tax revenue and jobs to the city, but also amenities and services to benefit both Kingman's residents and visitors.

The proposed interchange at Kingman Crossing Boulevard is vital to these developments. With funding for the interchange secured, the ability to realize this development's full potential increases exponentially.

Thanks again for your time and efforts and we look forward to working closely with you in the near future.

Sincerely,



Stephen Hatch  
Manager



HUALAPAI MOUNTAIN  
MEDICAL CENTER

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August 27, 2009

Duane Scholer  
3801 Santa Rosa Drive  
Kingman, AZ 86401

Dear Mayor Salem,

I urge your support of the development of the Kingman Crossing Interchange. With the opening of Hualapai Mountain Medical Center in October, the area around the proposed interchange will undoubtedly become a magnet for development, both residential and commercial. We're already anticipating the opening of two new schools (name of school) and (name of school) in the neighborhood. As traffic flow increases, a number of issues can be projected.

Of foremost concern to us, of course, is the safety of our patients relative to their ability to access the hospital in an emergency. We want to assure citizens the fastest possible access to emergency care in a life-threatening situation. The interchange will facilitate speedy access via I-40 from both sides of the county. For heart patients, especially, we have a saying in healthcare: "Minutes mean muscle." This of course refers to our heightened chance of saving the life of a heart attack patient if we are able to provide care promptly. The same is true for many serious medical conditions.

Secondly, we believe future growth and development of our city – including support the sale of existing new housing– will be enhanced by the addition of this interchange. It will facilitate the building of additional housing, new businesses and retail centers that will enhance Kingman's attractiveness as a relocation destination as well as a retail magnet for surrounding areas. The interchange will translate to a growing tax base for future improvements.

As you know, such development also means new jobs, a critical issue for our city. As such, we believe the Kingman Crossing Interchange is a good fit for the requirements of a federal TIGER grant, a welcome infusion of funds to support the project.

While we remain confident in our success, the completion of the Kingman Crossing Interchange can only enhance our ability to reach our goal of providing superior healthcare to our patients in a timely manner. We view the construction of the interchange as an opportunity for the City to further demonstrate its foresight by being proactive in addressing infrastructure issues before they become a problem.

Sincerely,

Duane Scholer  
President



Janice K. Brewer  
Governor

John S. Halikowski  
Director

**Arizona Department of Transportation**  
**Intermodal Transportation Division**

206 South Seventeenth Avenue Phoenix, Arizona 85007-3213

August 25, 2009

Floyd Roehrich Jr.  
State Engineer

U.S Department of Transportation  
American Recovery and Reinvestment Act of 2009  
TIGER Discretionary Grant Program

Re: I-40 / Kingman Crossing Traffic Interchange Application  
Kingman, Arizona

TIGER Review Committee Members:

The Arizona Department of Transportation, Kingman District Office supports the City of Kingman's TIGER grant application for the construction of the I-40 / Kingman Crossing Traffic Interchange.

This proposed project to construct a new traffic interchange on I-40 with an arterial street connection to Santa Rosa Boulevard would promote significant commercial development along I-40 and provide access to a new major medical center.

ADOT fully supports this project and believes it will be a significant asset to our district and thanks the committee for their consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael J. Kondelis". The signature is fluid and cursive, with the first name "Michael" and last name "Kondelis" clearly distinguishable.

Michael J. Kondelis, P.E.  
District Engineer, Kingman District  
3660 E. Andy Devine Ave  
Kingman, AZ 86401  
(928) 681-6010

# MOHAVE COUNTY BOARD of SUPERVISORS

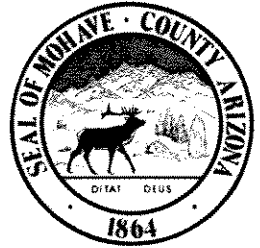
P.O. Box 7000      700 West Beale Street  
Website -- [www.co.mohave.az.us](http://www.co.mohave.az.us)

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FAX (928) 753-0732

September 8, 2009

U.S Department of Transportation  
American Recovery and Reinvestment Act of 2009  
TIGER Discretionary Grant Program

Re: I-40 / Kingman Crossing Traffic Interchange Application  
Kingman, Arizona

TIGER Review Committee Members:

The Mohave County Board of Supervisors supports the City of Kingman's TIGER grant application for the construction of the I-40 / Kingman Crossing Traffic Interchange.

This proposed project to construct a new traffic interchange on I-40 with an arterial street connection to Santa Rosa Boulevard would promote significant commercial development along I-40 and provide access to a new major medical center.

Mohave County fully supports this project and believes it will be a significant asset to our county and thanks the committee for their consideration.

Sincerely,

Tom Sockwell  
Chairman  
Mohave County Board of Supervisors

## Kingman Area Regional Transit

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3700 E Andy Devine Ave  
Kingman, AZ 86401  
<http://kart.cityofkingman.gov>

Phone: 928-681-RIDE (7433)  
Fax: 928-681-3066  
Email: [kart@cityofkingman.gov](mailto:kart@cityofkingman.gov)



September 11, 2009

Honorable Mayor John Salem  
CITY OF KINGMAN  
310 North Fourth Street  
Kingman, Arizona 86401

RE: Kingman Area Regional Transit

Dear Mayor Salem:


Kingman Area Regional Transit (KART) is excited about the prospects of the east Kingman area developing as a result of the Kingman Crossing and Rattlesnake Wash traffic interchanges development.

Although there are a number of citizens who would like to use the services of KART, KART is not able to justify serving this area because the demand is not present. The development of the Hualapai Mountain Medical Center and Vestar Development Company's 700,000 square feet of development, brought about by the construction of the Kingman Crossing traffic interchange will create the demand and allow present and future residents to utilize our services.

The Rattlesnake Wash traffic interchange will connect southeast Kingman with northeast Kingman and both areas to the Kingman Airport Industrial Park. By this interchange being constructed, the KART transit system can serve eastern Kingman in ways that is simply infeasible today.

There are several residents who reside in eastern Kingman who cannot drive and; therefore, are dependent on private transportation companies to access needed medical and shopping services. Not only will the interchanges provide greater economic opportunity to Kingman, but these interchanges will provide jobs for economically, disadvantaged people throughout Kingman and KART will be able to provide the needed affordable transportation to access these jobs.

Sincerely,

  
Laura Henry  
Public Transit Superintendent